

Message Text

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INFO OCT-01 EA-11 ISO-00 EB-11 DODE-00 CG-00 DOTE-00 FMC-04

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TO AMEMBASSY TAIPEI PRIORITY

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FOR USTC

E.O. 11652:N/A

TAGS: BEXP, TW

SUBJECT: MARITIME USA, SEPTEMBER 23-27, PROGRESS REPORT

1. FOLLOWING THREE FIRMS HAVE SUBMITTED CHECKS AND P/A'S:

A. ELLICOTT MACHINERY INT'L - DREDGING MACHINERY

B. RAYGO-WAGNER - CONTAINER HANDLING UNITS

C. DYNELL ELECTRONICS - OMEGA NAVIGATION RECEIVERS

2. FOLLOWING FOURTEEN FIRMS ARE ON "VERBAL HOLD" STATUS:

A. ALLIS-CHALMERS - FORK LIFT TRUCK (WILL FIT THRU DOOR BY UNBOLTING MAST AND OVERHEAD GRILL-PROTECTOR FOR DRIVER).

B. AMERON CORROSION CONTROL - MR. L. MINER HAS BEGUN

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DETAILED CONTACTS WITH LOUIS VINCENT WHO VISITED YOUR OFFICE

EARLIER.

C. ANIXTER INT'L. - ELECTRICAL WIRE, CABLE AND MARINE ELECTRICAL FITTINGS.

D. CATERPILLAR - HICKS IN WASH DC OFFICE HAS PASSED BALL DIRECTLY TO BICKELHAUPT IN HONG KONG OFFICE.

E. DIXIE DREDGE - DREDGING MACHINERY

F. GENERAL ELECTRIC - GAS TURBINE GROUP

G. ITT MACKAY MARINE - H/F COMMUNICATIONS GEAR

H. INTECH INC. - H/F COMMUNICATION GEAR VHF/FM TYPES

I. M.K. PRODUCTS - WELDING EQUIPMENT

J. MORROW ELECTRONICS - LORAN AND DEPTH SOUNDERS

K. RILEY-BEAIRD INC. - EVAPORATORS/HEAT EXCHANGERS/DESALINATORS

L. SPERRY MARINE SYSTEMS - MARINE NAVIGATIONAL SYSTEMS

M. STEELCOTE MFG. CO. - MARINE PAINTS/COATINGS/FINISHES

N. THERMO-KING CORP. - SHIPBOARD REEFER/FREEZER SYSTEMS FOR FISH TRAWLERS ETC.

3. THE FOLLOWING ELEVEN FIRMS HAVE EXPRESSED "POSITIVE INTEREST" AT THIS POINT: J.I. CASE; DROTT EQUIPMENT; CLARK EQUIPMENT; JOHN DEERE; KOHLER CO.; D.W. ONAN; PETTIBONE ; SWEEPSTER; WHITING CORP.; A.I.L. DIV. CUTLER HAMMER; SOUTHCOR INT'L.

4. TECHNICAL SEMINAR INTEREST IN PRESENTING PAPERS FROM: ELLICOTT MACHINERY; AMERON CORROSION CONTROL; GENERAL ELECTRIC/GAS TURBINES.

5. WE HAVE PLANNED TO LIMIT THE PRESENTATION OF TECHNICAL UNCLASSIFIED

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PAPERS TO EXHIBITORS. HOWEVER, IN SEEKING POTENTIAL CHAIRMAN/MODERATOR OF THE TECH SEMINAR, THE PORT OF NEW JERSEY AND NEW YORK AUTHORITY HAS EXPRESSED SINCERE DESIRE TO PRESENT THEIR OWN PAPER ON "COMPATIBILITY OF WORLD PORTS DEVELOPMENT." THEY WISH TO PRESENT THIS PAPER EVEN THOUGH A MEMBER OF THEIR TOP-MANAGEMENT STAFF MAY NOT BE SELECTED TO CHAIR THE SESSIONS. OIM WILL DECIDE POINT SHORTLY.

6. OUR ROC NAVAL CONTACT HERE IN DC HAS NOT BEEN ABLE TO COME UP WITH CONCRETE DETAILS ON THE MATTER RAISED EARLIER, REGARDING THE PRESENT EXTENT OR POSSIBLE FUTURE TRENDS OF THE HIGH FREQUENCY COMMUNICATIONS EQUIPMENT APPLICATIONS, EITHER FOR COMMERCIAL, GOVERNMENT AND/OR MILITARY USE.

A. SEVERAL OF OUR GOOD CONTACTS IN THIS FIELD HAVE SPOKEN STRONGLY ABOUT THE EXISTENCE OF RESTRAINTS AGAINST THE COMMERCIAL USE OF SHORT-RANGE VHF/FM EQUIPMENT WHICH EXIST TODAY, THAT WERE IMPOSED BY THE ROC GARRISON COMMAND.

B. MANY OF THE FIRMS IN THIS COMMUNICATIONS FIELD, WHO ARE ALERT TO OVERSEAS SALES PROSPECTS, ONLY REPEAT ONLY PRODUCE EITHER SINGLE SIDEBAND (SSB) OR THE VHF/FM TYPE EQUIPMENT.

C. CAN YOU ATTEMPT TO HAVE EMBASSY STAFF CONTACT PROPER OFFICERS IN ROC GARRISON COMMAND, IN EFFORT TO GIVE OIM FAST RESPONSE ON WHICH MODE IS MORE SALEABLE IMMEDIATE AND FUTURE FROM STANDPOINT OF (1) SHORT-RANGE SHIP/SHIP AND SHIP/SHORE,(2) LONG-RANGE SHIP/SHIP AND SHIP/SHORE. THE ABOVE SITUATIONS ARE, OF COURSE, INVOLVED WITH MILITARY, QUASI-MILITARY/GOVERNMENTAL, ROC BUSINESS OWNED/OPERATED FLEETS AND OFF-SHORE FACILITIES, AND FUTURE SHIPBUILDING ACTIVITIES FOR ROC BUYERS AND THEIR FOREIGN MARKET BUYERS.
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